

CALIFORNIA ENERGY COMMISSION

1516 NINTH STREET
SACRAMENTO, CA 95814-5512
www.energy.ca.gov



July 28, 2006

TO: INTERESTED PARTIES

SUBJECT: REQUEST FOR PROPOSALS, RESEARCH, DEVELOPMENT, AND DEMONSTRATION PROGRAM FOR ENERGY-EFFICIENT ADVANCED LIGHTING (LRP2), #500-06-502, Addendum #1

Notice Is Hereby Given That The Above RFP Is Amended As Follows:

Section I, Introduction, Number 2, page 1, is amended as follows:

The **Publishing deadline for DVBE Advertising** should be **August 10, 2006** and not August 16, 2006.

Your Proposal will be rejected if the first day of DVBE advertising is later than August 10, 2006 and not August 16, 2006.

Attached are the most significant questions and answers pertaining to the above RFP. As stated in the RFP, the deadline to ask questions closed on July 20, 2006. All further questions regarding this RFP must be Administrative only and directed to the Contracts Officer.

Also attached are the Pre-Bid Conference Sign-In Sheets, List of WebEx Attendees, and the PowerPoint Presentation.

Proposals must be delivered no later than 5 p.m., August 24, 2006, to the Energy Commission's Contracts Office.

Except as herein amended, all other terms and conditions shall remain the same.

Sincerely,

KATHY CHAN
Contracts Officer

Attachments: 1) Questions and Answers
2) Pre-Bid Conference Sign-In Sheets
3) List of WebEx Attendees
4) PowerPoint Presentation

Questions and Answers

Administrative Questions

Q-1 Who should I contact for DVBE assistance?

A-1 You may obtain information from the Office of Small Business and DVBE Certification Program at www.dgs.ca.gov/osbcr, or contact the Energy Commission's Small Business/DVBE Advocate, Sandra Barnett at sbarnett@energy.state.ca.us or she can be reached at (916) 654-5186.

Q-2 Will you accept electronic copies of the proposal?

A-2 Bidders must submit hard copies. See RFP (Number 49) on page 43. Bidders must also submit electronic files of the proposal on a CD-Rom diskette along with the paper submittal. Electronic files submitted via e-mail will not be accepted.

Q-3 Is the Task 1, Administration, "administrative" cost the sum of all program administrative costs, including those administrative costs associated with each Lighting Technology Development Project...for example, will you be tracking Administration Task 1 at the subtask level?

A-3 The spreadsheet calculates overall program administration costs by summing the project administrative costs from all projects and adding the result to the program-wide administrative costs. This enables the evaluators to know the amount of the Selected Bidder's cost proposal to reduce in case one or more Lighting Technology Development Projects do not pass screening or scoring. Bidders typically incur administrative costs independent of the number of projects, such as for project scheduling, invoicing and reporting. For example, a Bidder would typically need a program manager on the payroll whether the program had 12 or 26 projects within it. Beyond that program manager's baseline hours would be additional administrative time to oversee the 12 projects and still more time to oversee 14 additional projects. Now suppose 2 of 26 projects do not pass screening or do not earn a required-minimum score. The program manager's total work load is now reduced by the time it would have taken to oversee those 2 projects. By quantifying the administrative cost portion of the 2 rejected projects, the Bidder identifies the amount of program costs that would be reduced if the 2 projects are not included.

Q-4 Should Bidders report administrative costs like those for travel to Critical Project Review (CPR) meetings in the administrative task list or in each technical task list?

A-4 It depends. If the CPR is associated with a particular task or deliverable within the task, then the CPR costs are identified in the technical task. If the CPR relates

more to time, such as assessing the program after a year, or otherwise relates to the overall program, the CPR costs are identified in the administrative CPR task.

Q-5 Do you want a subcontractor budget summary (see RFP Attachment 9, page 48 of 56) filled out for minor subcontractors?

A-5 The subcontractor budget summary is for all subcontractors, major and minor.

Q-6 Should a minor subcontractor put a total cost number in the subcontractor budget summary or put in all the details?

A-6 Bidders must provide details for all subcontractors.

Q-7 By having the subcontractor cost at the task level rather than at the subtask level does this mean the Energy Commission will be looking at budgets at the subtask level or overall?

A-7 We will be looking at the total cost of the Program and the cost of each Project within the Program. Please read the screening and scoring criteria within the RFP to understand what budget information will be reviewed.

Q-8 Can you suggest a strategy for completing the budget sheets?

A-8 Proficiency with Excel spreadsheets is recommended. Here is one suggested approach:

- I. Develop your Scope of Work and enter the task names and deliverables into the schedule of deliverables [RFP Attachment 8, page 3]
 - Insert rows as necessary
- II. Develop your GANTT Chart [RFP Attachment 8, page 9]
 - Link date cells back to your completed schedule of deliverables
- III. Enter Subcontractor Summary Costs by Project [RFP Attachment 9, page 48]
 - Check these numbers against what is brought forward to the schedule of deliverables, ...
 - ...the Budget Summary [RFP Attachment 9, page 21], and ...
 - ...the detailed budget [RFP Attachment 9, page 22]
- IV. Enter Budget for Each Project [RFP Attachment 9, page 22]
 - Start with section 2.0
 - Check results against the schedule of deliverables and budget summary
 - Break out your administrative costs by category for each specific project
- V. Enter the category budget for total overall administrative costs [RFP Attachment 9, page 22]

- Section 1.0
 - Check results against the schedule of deliverables and budget summary
- VI. Check the “overall program administration” costs [RFP Attachment 9, page 22, Section 1.0]
- These costs should match your projected costs
- VII. Double-check everything
- VIII. Perform clean up of workbook
- Make discrete copies of the workbook file as you progress through each edit
 - Delete tables for unused projects and subcontractors
 - The “delete row” functionality in Excel is recommended
 - Check calculations on other worksheets as they may be referring to the rows you are deleting and causing a #REF error. You will have to modify these calculations to exclude the cell references you are deleting
- IX. Double-check everything again.

Q-9 Does the Energy Commission intend to award only one program?

A-9 The Energy Commission may make one or more awards with the intent to provide up to \$3.5 million in funding for this RFP. However, only one proposal is allowed per Bidder.

Q-10 Can a Bidder combine proposals across building segments to form one bid?

A-10 Yes. Please refer to page 20 of the RFP (Number 21.D.).

Q-11 If a Bidder has received federal funds, can the federal funds count as match funds under this RFP?

A-11 Federal funds can count as match funds under this RFP if the federal funds meet the requirements of match funds listed in the RFP. Please refer to page 7 of the RFP (at Number 12). For example, the federal funds would have to be spent on the tasks described in the proposal and only after the Energy Commission approves the agreement at a Business Meeting. Federal funds expended before the Energy Commission approves the agreement cannot count as match funds. Also realize that the Energy Commission has certain expectations for tasks within the scope of work (see RFP Attachments 7 and 8), which might not be aligned with how the federal research project is framed.

Q-12 Please explain what constitutes matching funds and how much is required?

A-12 Please refer to pages 6-7 of the RFP (Number 12); the screening criteria (Number 21.D) at page 21; and evaluation criteria (Number 23.A.6) at page 27 and (Number 23.B.3) at page 28.

Q-13 What is the deadline for questions, e.g., what if we have a question tomorrow?

A-13 The deadline for prospective Bidders to pose technical questions expired at 5 p.m. on July 20, 2006. However, if you have a question about the administrative process, you should contact Kathy Chan, the Contracts Officer for this RFP as stated in the RFP and its announcements.

Q-14 In the terms and conditions you stated that funding was dependent on the budget cycle and its appropriations, but otherwise I heard that the funds have already been reserved from 05/06 and 06/07, i.e., you already have the budget authority. Please explain.

A-14 We have the ability to expend the 05/06 funds now. We have allocated the 06/07 funds, but there are restrictions on when we will have authority to spend those allocated funds. As of now, we anticipate we cannot spend the 06/07 funds until January 2007. Since that is in line with our expectations for starting work on the Agreement(s) that will emerge from this RFP, we do not anticipate any problems with funding. However, we cannot predict or guarantee the outcome of legislation that might affect either the funds or our spending authority.

Q-15 Will a list of attendees at this meeting (in the room and via WebEx) be provided?

A-15 Yes. The tentative date for the distribution of Addendum #1 is July 28, 2006 which will include the list of attendees. WebEx attendees who phoned in to WebEx and who want to be included in future notifications about this RFP and/or who wish their information made known to other prospective Bidders should email their contact information to Kathy Chan at kchan@energy.state.ca.us. (WebEx attendees who logged in to this meeting do not need to send a separate email to Kathy Chan because their contact information was part of the WebEx login process.)

Q-16 If a subcontractor is part of a bid that is not accepted but would compliment the successful Bidder's proposal, is it possible that it might get transferred to the successful Bidder's proposal?

A-16 No. We will not "cherry pick" projects from one bid and attach them to a different bid. If a subcontractor's project is part of a bid, the same project may not be submitted as part of a different bid.

Q-17 Is there an Agenda for the July 20, 2006 Pre-Bid Conference?

A-17 There was a PowerPoint Presentation at the Pre-Bid Conference on July 20, 2006 which is attached in Addendum #1.

Technical Questions

Q-18 What is the source of the data in Tables 1-4? No source was given.

A-18 The numbers are from the Energy Commission's database, used in compiling the forecast of energy demand to 2016. The forecast document is entitled, California Energy Demand 2006-2016, Staff Energy Demand Forecast, Revised September 2005 (Commission Publication Number CEC-400-2005-034-SF-ED2), available at: <http://www.energy.ca.gov/2005publications/CEC-400-2005-034/CEC-400-2005-034-SF-ED2.PDF>

Q-19 What is the target year for the annual savings?

A-19 2015.

Q-20 What is the average efficiency of the lighting in buildings in California?

A-20 Tables 1-4 of the RFP identify the assumed lighting energy levels for various building types. There are many factors to consider in order to estimate the amount of energy used in lighting for buildings. These are explained in the methodology used to generate the data in the electricity demand forecast, found in Energy Demand Forecast Methods Report, Companion Report to the California Energy Demand 2006-2016 Staff Energy Demand Forecast Report, June 2005 (Commission Publication Number CEC-400-2005-036), available at: <http://www.energy.ca.gov/2005publications/CEC-400-2005-036/CEC-400-2005-036.PDF>. The forecast data are prepared on a recurring basis. To better understand the bases for the lighting energy use data shown in the RFP it may thus be helpful to also look at: California Energy Demand 2006-2016 Staff Energy Demand Forecast. That document (Commission Publication Number CEC-400-2005-034-SD) is available at: <http://www.energy.ca.gov/2005publications/CEC-400-2005-034/CEC-400-2005-034-SD.PDF>.

The energy efficiency of lighting can also be considered in terms of the efficacy of the light source, i.e., the lumens per watt of the luminaire. Though Title 24 of Division 6 of the California Code of Regulations (see <http://www.energy.ca.gov/title24>) speaks to lighting power density (lumens per square foot) for commercial building types, it sets minimum efficacy levels for residential applications without stipulating the choice of luminaire. Luminaire efficacy varies by technology (e.g., incandescent, fluorescent, HID, LED, etc.) and system design (e.g., lamp/ballast combination, optics, housing, etc.). The

actual efficacy of any light source is stipulated by the manufacturer. Bidders should consult manufacturers' specifications as to baseline luminaire efficacy when forming their proposals for system design improvements.

Q-21 Is there a bias towards energy efficiency over demand response? For example, would dispatchable technologies be disadvantaged?

A-21 We are looking for demand response solutions as well as efficiency solutions. The tables are not listed in order of importance. Dispatchable technology solutions would be acceptable so long as they contribute to meeting the lighting peak load reduction goal. Their value will depend on whether control of lighting is the primary purpose or merely a side benefit.

Q-22 Regarding your reference to natural and artificial light, do you expect to address anything other than natural sources of light or electrical sources of artificial light?

A-22 No. The program's funding is derived from electric utility charges, so the energy efficiencies and demand response savings should be related to consumption of electricity for light.

Q-23 What constitutes high-efficiency lighting?

A-23 Building energy efficiency standards for residential and nonresidential buildings in California are contained in Title 24 of Division 6 of the California Code of Regulations. (See <http://www.energy.ca.gov/title24>.)

The standards handle residential lighting differently from nonresidential lighting. For nonresidential lighting, the code stipulates lighting power densities (watts per square foot) rather than lamp efficacy (lumens per watt). For residences, high-efficacy lighting is defined in Table 150-C of Title 24. This section is proposed to be changed for the 2008 version of the standards, with the adoption of changes expected to take place in the Fall of 2007. The lighting products that will emerge from the RFP will be oriented towards informing the Title 24 code processes of 2011 and beyond, so it may be useful to understand how the Title 24 2008 code revision is evolving. To keep abreast of the Title 24 code revision process, please refer to the Title 24 code revision web site: (<http://www.energy.ca.gov/title24/2008standards/index.html>).

Finally, codified definitions of lighting efficiency should be regarded as minimums. The LRP2 is seeking solutions that can achieve efficiencies beyond those already required.

Q-24 The lighting power densities shown in Table 2 seem low for some categories. Please explain.

A-24 The lighting power densities shown are those used in the Energy Commission's database (See <http://www.energy.ca.gov/2005publications/CEC-400-2005-034/CEC-400-2005-034-SF-ED2.PDF>.) Use of the default lighting power densities will allow the proposal reviewers to compare proposed Lighting Technology Development Projects on a level playing field. But, other than the square footage given for each category, Bidders are not required to abide by the default assumptions in the tables. After Bidders have estimated the energy benefits of their projects by use of the tables, they may put forth other assumptions, giving justification and specifics, and re-calculate the benefits of their projects using those other assumptions (see RFP Attachment 7, Program Description III.A.5.b, at pages 3 of 9 to 4 of 9). Lighting power densities are also part of the Title 24 process. Bidders are encouraged to follow the Title 24 code revision process, noted above, for possible amendments to requirements for nonresidential lighting.

Q-25 Please provide clarification of “new” research vs. “rehashing of old research”...would it be OK to submit a new variation of an existing product?

A-25 It is possible that such a proposal would be competitive if it brings energy savings beyond those achieved by the existing product. The program seeks innovative solutions. The example given at the Pre-Bid Conference mentioned research that would improve upon the performance of an existing product, such as re-tooling a car engine to yield more miles per gallon or rethinking the conventional design of a car, such as by developing an energy-efficient car that powered by electricity instead of petroleum. Both examples would involve “new” research. A “not-new” example would be a cosmetic change to a car to boost sales, such as by changing the front grille or adding tail fins, without an improvement in the energy efficiency of the car. Therefore, a previous lighting research project could be the basis for something “new” if it would result in energy efficiencies or demand reductions previously unavailable. This might be the case if product improvements go beyond the energy efficiencies inherent in a pre-existing research solution. Another example would be re-designing a product that was structured for one market segment or channel to create an altered, albeit similar, product that will provide additional energy savings in a different market segment or channel. In that case, the key would be to re-tool the product to achieve energy efficiencies that could not otherwise be delivered if the product was put to use as-is in the different application. Merely re-labeling a residential channel product to sell in a commercial market channel (or vice versa) would not be valid as “new” research.

Q-26 Some technologies that control lighting loads also affect other loads. How would demand response benefits achieved in controlling those other loads be regarded? For example, this is a lighting RFP, but the lighting solution might also have an HVAC load benefit. How will this other benefit affect competitiveness of such proposals?

A-26 Power supply controls and storage solutions can have value, but this RFP involves research about the electricity used for lighting. To demonstrate the value of a proposed dispatchability product as a lighting energy solution, the proposal should fully explain the market estimate for the proposed product and all expected benefits that this product is expected to provide, quantifying the benefits for lighting vs. the other benefits. If proposing a demonstration for which multiple benefits are being claimed, ensure that sufficient detail is provided for each separate benefit and/or application.

Q-27 Does this RFP reflect all of the 2007 unallocated lighting funds? Are you going to add more money to this or is it linked to other projects?

A-27 Funds from the lighting budget for 05/06 and 06/07 have been used to establish the amount of this RFP. We do not anticipate adding additional funds to the RFP amount. Depending on circumstances, we may do some other, small lighting projects later, but they would not be part of this RFP.

Q-28 Can you use money from this RFP to do carry-on marketing activities for products from the first LRP?

A-28 No. LRP1 is over. We do not intend to spend more money on LRP1 projects.

Q-29 Would you allow spending money from this RFP for marketing of existing technology, for example if the market penetration has not yet been reached for an existing technology?

A-29 No.

Q-30 My interest in this area is in organic light emitting diodes. Based on what I have heard, I believe that these devices are too far from commercialization to be viable in this RFP. We are still wrestling with significant efficiency, cost and packaging issues.

A-30 We will accept any lighting project that can help achieve the energy efficiency and demand response goals for target year 2015. Project competitiveness will be evaluated pursuant to the screening and scoring criteria in the RFP.

Q-31 Tables 1-3 show data for existing market sectors. For the same market sectors as in these tables, could the Energy Commission please provide the same type of data (sq. ft., W/sf., etc.) for the new construction market?

A-31 While the data in the tables in the RFP do emphasize existing market sectors, all Bidders are required to use the data in the tables in the RFP to present their estimates of the energy efficiency value of their proposals. This information will be used to compare proposals against a common data set. Bidders are then free to re-estimate the energy value of their proposals, giving their own assumptions with

specific explanations in support of the alternative assumptions. This information will be used to evaluate the Bidders' understanding of market opportunities for energy-efficient products.

The growth projections that underlie the tables in the RFP are found in California Energy Demand 2006-2016 Staff Energy Demand Forecast. That document (Commission Publication Number CEC-400-2005-034-SD) is available at: <http://www.energy.ca.gov/2005publications/CEC-400-2005-034/CEC-400-2005-034-SD.PDF>.

Additional information about the economic and demographic inputs to the 2005 forecast is not yet available. The most recent forecast with actual data for the climate zones and building types is the 2003 forecast and its appendices. The 2003 forecast and appendices are available in the following staff report: California Energy Demand Forecast 2003-2013 (Commission Publication Number 100-03-002) available at http://www.energy.ca.gov/reports/2003-08-08_100-03-002.PDF.

New construction must adhere to the requirements of the Title 24 regulations in effect at the time of the construction project. Estimates of the anticipated benefits of various energy efficiency measures are available in a searchable database at: <http://eega.cpuc.ca.gov/deer/>. The database can be filtered for new construction measures. The energy efficiency potential of new construction projects in the service areas of the four major investor-owned utilities (IOUs) --- PG&E, SCE, SoCalGas, and SDG&E --- was also addressed in a recent study for the California Measurement Advisory Council entitled California Energy Efficiency Potential Study, available at:

http://www.calmac.org/publications/PGE_PotentialStudy_Vol1_05242006.pdf.

These estimates of potential energy efficiencies should be used with caution, since the Title 24 regulations are established via an ongoing *public* process.

Information about the Title 24 building standards, including the current regulations and potential changes thereto is available at

<http://www.energy.ca.gov/title24/>.

Q-32 Can you direct me to the web site that contains the solicitation for LRP1? I want to review the RFP and all of the documents relative to its implementation. This would include the contract and final report that resulted from the project.

A-32 Please refer to page 16 of this RFP (Number 18.B.) to find extensive information on LRP1 which is available on the following web site at:

<http://www.archenergy.com/lrp/default.htm>.

**CALIFORNIA ENERGY COMMISSION
PRE-BID CONFERENCE****RFP: 500-06-502****July 20, 2006**

VOLUNTARY SIGN-IN: You are not required to sign this sheet or provide any information as a condition for attending or participating in this meeting. However, if you want to receive notices of future meetings on today's topics, or be identified as a small or disabled veteran owned business, please write your name and address in the spaces below. A copy of this list is mailed with the questions and answer sets to all those who requested a copy of this RFP.

★★Please use black ink only★★

NAME AND COMPANY	PHYSICAL AND E-MAIL ADDRESS	PHONE NUMBER	SMALL OR DISABLED VETERAN OWNED BUSINESS
Mark George Deposition Sciences	3300 Coffey Lane Santa Rosa, CA 95403 georgema@depsci.com	(707) 573-6750	
Larry Kimble MT²Y, LLC	9120 Thornton Road, Suite 330 Stockton, CA 95209 lkimble@mt2y.com	(209) 956-4006	Small
Judie Porter Architectural Energy	2540 Frontier #201 Boulder, CO 80301 jporter@archenergy.com	(303) 444-4149	Small

NAME AND COMPANY	PHYSICAL AND E-MAIL ADDRESS	PHONE NUMBER	SMALL OR DISABLED VETERAN OWNED BUSINESS
Juneve Kimble MT²Y, LLC	9120 Thornton Road, Suite 330 Stockton, CA 95209 jkimble@mt2y.com	(209) 649-6351	Small
Don Aumann	1554 Drew Avenue Davis, CA 95616 daumann@ucdavis.edu	(530) 757-3493	
Yijian Shi SRI International	333 Ravenswood Avenue Menlo Park, CA 94025-3493 Yijian.shi@sri.com	(650) 859-5792	
Morgan Johnson The Grupe Company		(916) 548-6996	
Nance Matson LBNL	MS 90 R3083 Berkeley, CA 94720 nematson@lbl.gov	(510) 486-7328	
Sila Kiliccote LBNL	MS 46-125 Berkeley, CA 94720 skiliccote@lbl.gov	(510) 495-2615	

NAME AND COMPANY	PHYSICAL AND E-MAIL ADDRESS	PHONE NUMBER	SMALL OR DISABLED VETERAN OWNED BUSINESS
Gregg D. Ander Southern California Edison	6042 N. Irwindale Avenue Suite B Irwindale, CA 91702 <u>Gregg.ander@sce.com</u>	(626) 633-7160	
Ivo Hug EPRI	3420 Hillview Avenue Palo Alto, CA 94304-1395 <u>ihug@epri.com</u>	(650) 855-8518	
Zach Gentry Adura Technologies	2680 Bancroft Way Berkeley, CA 94704 <u>zach@aduratech.com</u>	(415) 786-1101 (H) (510) 868-0956 (O)	



California Energy Commission

Research, Development, and Demonstration Program for Energy-efficient Advanced Lighting (LRP2)

California Energy Commission

Request for Proposals

RFP # 500-06-502

Pre-Bid Conference

Date: July 20, 2006



Proposal Requirements

- REQUIRED FORMAT FOR PROPOSAL RESPONSE
- Consists of Two Volumes
- VOLUME 1 – Administrative Section
- VOLUME 2 – Technical and Cost Section



Volume 1 Administrative Section

Organize your proposal as follows:

Volume 1 Administrative Section

- Cover Letter
- Application and Program Information Form (RFP Attachment 2)
- Contractor Certification Clauses (RFP Attachment 3)
- Disabled Veteran Business Enterprise Program Requirements (RFP Attachment 4)



Volume 1 Administrative Section

- Certified Small/Micro Business and Non-Small Business Form, if applicable (RFP Attachment 5)
- Target Area Contract Preference Act Request Form, if applicable (RFP Attachment 5.1)
- Enterprise Zone Act Preference Request Form, if applicable (RFP Attachment 5.2)
- Local Agency Military Base Recovery Area Preference Request Form, if applicable (RFP Attachment 5.3)



Volume 2 Technical and Cost Section

Volume 2 Technical and Cost Section

- Table of Contents
- Executive Summary (RFP Attachment 6)
- Program Description, Program Manager and Program Team, Program Funding, Match Funding, and Royalty Payment Exemption (RFP Attachment 7)
- Scope of Work (RFP Attachment 8, Exhibit A)
- Schedule of Deliverables & Due Dates, and the Gantt Chart (RFP Attachment 8, Exhibit A, Attachment A-1)



Volume 2 Technical and Cost Section

- Detailed Budget (RFP Attachment 9, Exhibit B)
- List of Contacts (RFP Attachment 10, Exhibit F)
- Customer References (RFP Attachment 11)
- Appendices
 - Team Resumes
 - PAC Member Letters of Intent
 - Match Funding Letters of Commitment



Volume 2 Technical and Cost Section

- Partner Letters of Commitment
- Other supporting documentation, if applicable



Volume 3 Confidential Information, if applicable

- List of Confidential Information and Intellectual Property (RFP Attachment 14)
- Copy of Confidential Submittal



Disabled Veteran Business Enterprise (DVBE) Requirements

TWO options for Bidders:

Option A, full DVBE participation (3% of total Agreement amount)

Option B, Good Faith Effort - partial DVBE participation or no DVBE participation



DVBE (cont'd)

Option A – Commitment

Bidder commits to meet or exceed the DVBE participation requirements by either of the following methods:

Method A1 – Bidder is a Certified DVBE

Method A2 – Subcontractor is a certified DVBE and will receive at least 3% of the Agreement amount



DVBE (cont'd)

Option B, Good Faith Effort (no DVBE participation)

Perform and document the following steps 1-5:

Step 1 – Contact the Energy Commission's Contracts Office for DVBE information (Stan Blois at 916/654-5186, or sblois@energy.state.ca.us)

Step 2 – Contact other State and Federal Agencies, and Local Organizations



DVBE (cont'd)

Step 3 –Advertise at least 14 calendar days (8/10/06) prior to proposal due date in both a trade paper and a DVBE focus paper. If the paper is dual purpose and fulfills both requirements, only one ad is required. Electronic ads are acceptable. When submitting a proposal:

- Bidder must provide the publication name, contact name and phone number, and date ad was placed
- Bidder must submit ad copies – electronic ad or hard copy papers.
- Please be sure your ad copy indicates the date of advertisements.



DVBE (cont'd)

Step 4 - Invitations to Participate

- Invite (solicit) DVBEs who provide relevant services to the Agreement
- Using RFP Attachment 4 (STD 840), document completed contacts and submit copies of each invitation and copies of confirmation of fax transmittal or delivery
- Proposals are considered non-responsive if copies of invitations to DVBEs are not submitted with the proposal



DVBE (cont'd)

Step 5 – Consider all DVBEs who respond to an invitation based on the Agreement needs, document DVBE firm(s) selected and document reasons for any firm(s) not selected.



DVBE (cont'd)

A copy of an Agreement between the Contractor and the DVBE must be submitted prior to contract award. The Agreement may be in draft form but must show that the DVBE meets the Commercially Useful Function requirements as defined in RFP Attachment 5 (C).



Tentative Key Activities and Dates

- Distribute Questions & Answers – 7/28/06
- Publishing Deadline for DVBE Advertising – 8/10/06
- Deadline to Submit Proposals – 8/24/06 by 5:00 p.m.
(must be delivered to the Commission Contracts Office)
- Notice of Proposed Awards – 9/22/06
- Agreement Term – 1/16/07 – 3/31/11



Program Overview

Programmatic Concept --- R D & D

- A Unified Research Program...
- Having an array of Lighting Technology Development Projects...
- All with Market Connectivity.

...create advanced lighting technologies, products, systems and implementation tools to save energy, reduce peak electrical demand and reduce pollution



Program Overview

Programmatic Concept --- management

- Program Manager

Successful Bidder → Contractor

- Technical Projects

Contractor's Own or Subcontracted

*...e.g. Lighting Technology Development Projects,
market connections projects, or other projects
included in bid*

*... see Table 5 for matrix of participant
responsibilities, skills and outcomes*



Program Overview

Electrical Energy Savings Goals

- 289 GWh annual
- 50 MW peak

*...from any building type based on
Tables 1 – 4 of RFP*



Program Overview

Objectives

- **Program Management**
On time, within budget, high quality
- **Lighting Technology Development Projects**
New RD&D of energy-efficient lighting technologies, systems, products
- **Program-wide Market Connections Element**
Market Connectivity
Including links to utility programs and codes/standards processes



Program Overview

Lighting Technology Development Projects

Projects within the Program

- Coordinated set of technical projects
 - Integrated Lighting Systems
 - Advanced Lighting Solutions
- Any solution that delivers energy savings and/or demand response
 - Lamps, luminaires, controls, lighting systems, daylighting
 - Development and demonstration of prototypes, market ready products and systems
 - Performance standards, metrics and design tools
- Market based needs and results



Program Overview

Lighting Technology Development Projects **Integrated Lighting Systems**

- Product development and redesign
- Substantial improvements to existing products/controls/systems
- Natural and artificial sources of light
- Market based needs and customer value
- Specific strategy for adoption of technology
 - Benefit for Consumers, Utilities and California

...e.g. "A better mouse trap"



Program Overview

Lighting Technology Development Projects

Advanced Lighting Solutions

- New, highly energy-efficient, sustainable lighting products/controls/systems
- Innovations, new technologies and applications
- Providing cost effective customer values for specific markets
- Specific strategy for adoption of technology
 - Benefit for Consumers, Utilities and California

...e.g. an LED or other new technology solution that out-does a CFL solution



Program Overview

Lighting Technology Development Projects

Market Connectivity (MC)

- Iterative MC efforts for each Lighting Technology Development Project in coordination with Program-wide MC
- Collaboration with manufacturing and MC partners
- Interactive MC and targets for technical projects based on Tables 1 to 4 and RFP Attachments 12a, 12b & 12c
- Value to utility programs that depend on steady stream of energy-efficient products and systems



Program Overview

Program-wide Market Connections Element

Three parts

1. Conductivity to markets with products that meet market needs
2. Technology & Design Tools for Design Professionals and the Building Trades
3. Codes/standards scoping

...for reference see LRP1

and RFP Attachments 12a, 12b, 12c, and 13

...applies to entire Program and to each Lighting Technology Development Project



Program Overview

Program-wide Market Connections Element

1. Conductivity to markets with products that meet market needs

- Identify market needs, barriers and customer value
- Provide specific market communication and commercialization plans that lead to widespread adoption of the technology.
- Build strategic alliances and partnerships with CA utilities, CA government and educational organizations as well as appropriate market and professional organizations
- Use RFP Attachments 12a, 12b, 12c, 13 + other information to develop and manage project and program targets



Program Overview

Program-wide Market Connections Element

2. Technology & Design Tools for Design Professionals and the Building Trades

- Identify and develop tools to overcome barriers to market penetration
- Provide templates, specifications and design guides for use by Energy Commission, utility and other energy centers and emerging technology programs
- Develop metrics, standards, open protocols as needed



Program Overview

Program-wide Market Connections Element

3. Codes/standards scoping

- Identify potential improvements to Title 24 and other codes/standards process (state and national)
- Provide information for policymakers, program developers, and others involved in market transformation
- Provide specific recommendations for changes in codes/standards, policy and programs to enhance the market adoption of the LRP2 products.



Scope of Work

For the Program and Projects within it (1)

- **Goals and Objectives**
- **Tasks Descriptions**
- **Work Schedule**
- **Deliverables**
- **Market Connections**
 - MC Activities
 - Technology Transfer
 - Production Readiness

*... see RFP
Attachments 7 and
8*



Scope of Work

For the Program and Projects within it (2)

- **Documentation**
 - Progress Reports
 - Web Site
 - Draft and Final Project Reports
- **Advice**
 - Program Level = PAC
 - Project Level = TAC
- **Other Administrative Requirements**
 - Meetings
 - Matching Funds

*... see RFP
Attachments 7 and
8*



Budget

For the Program and Projects within it

- **Task Labor and Fringes**
- **Project Operating Expenses**
 - Materials
 - Equipment
 - Travel
 - Miscellaneous
 - Subcontractors
- **Fees**
 - Overhead
 - G & A
 - Profit

*... see RFP
Attachments 8 and
9*

*...bid must disclose program's
administrative expenses and
administrative costs associated
with individual projects*



California Energy Commission

Budget Example (1)

Project 1.0: Program Administration											
Insert Name of Company or Organization		Personal Services		Project Operating Expenses					Fees (Change headings, if necessary, to match your chart of accounts.)		
Task	Task Name	Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Subcontractors	Overhead	G&A	Profit (1)
1.1	Attend Kick-off Meeting										
1.2	CPR Meetings										
1.3	Final Meeting										
1.4	Monthly Progress Reports										
1.5	Test Plans, Technical Reports and Interim Deliverables										
1.6	Final Report	0	0	0	0	0	0		0	0	0
1.6.1	Final Report Outline										
1.6.2	Final Report										
1.7	Identify and Obtain Matching Funds										
1.8	Identify and Obtain Required Permits										
1.9	Electronic File Format										
1.10	Establish the PAC										
1.11	Conduct PAC Meetings										
Total - Administration		0	0	0	0	0	0		0	0	0
Overall Program Administration (2)		0	0	0	0	0	0		0	0	0



California Energy Commission

Budget Example (2)

Project 2.0: Name of Project 2.0											
Insert Name of Company or Organization		Personal Services		Project Operating Expenses					Fees (Change headings, if necessary, to match your chart of accounts.)		
Task	Task Name	Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Subcon-tractors	Overhead	G&A	Profit (1)
2.1	Name of Task										
2.2	Name of Task										
2.3	Name of Task										
2.4	Name of Task										
2.5	Name of Task										
2.6	Name of Task										
2.7	Name of Task										
2.8	Name of Task										
2.9	Name of Task										
2.10	Name of Task										
2.11	Name of Task										
Project Task Subtotal		0	0	0	0	0	0	0	0	0	0
Project Administration											
Project Total		0	0	0	0	0	0	0	0	0	0
Percent of Project Total		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Total Operating Expenses =								0	Total overhead & profit =		0



Screening

Entire Program and each Lighting Technology Development Project must pass screening.....

- Administrative
- Completeness
- Public Interest
- Technical Eligibility
- Feasibility

*... see RFP Number
21 and RFP
Attachment 7*

...If a Lighting Technology Development Project fails screening, the rest of the proposal can keep going



Scoring

- Scores for each Lighting Technology Development Project and entire Program
- Earn points for
 - Lighting Technology Development Projects
 - Program management & Program-wide Tasks
 - Minimum 700 (500+200) of 1000 (700+300) to pass
- Criteria
 - Technical & Administrative
 - Costs
- Non-Technical Preference Points

*... see RFP
Numbers 22 - 24*



Scoring

Lighting Technology Development Projects

- **Each must get 500 or more out of 700 to pass**
 - Scores of those passing will be summed and divided by the number of Projects to get the Program's composite score
 - Program must average 500 or more out of 700
- **Categories**
 - Benefits
 - Market
 - Need
 - Partners
 - Scope
 - Budget

*... see RFP Number 23.A.
for criteria and weighting*



Scoring

Lighting Technology Development Projects

Some may be rejected...

PROJECT	NAME	SCORE	POINTS
1		600	600
2		500	500
3		450	
4		600	600
5		500	500
6		600	600
7		500	500
8		600	600
TOTAL POINTS OF PROJECTS THAT PASS			3900
# PROJECTS THAT PASS			7
PASS POINTS/# PROJECTS THAT PASS			557

composite score for Lighting Technology Development Projects



Scoring

Lighting Technology Development Projects

Energy Benefits and Market Connections

- **First, use Tables 1 - 4**
 - Level playing field for bidders
 - Array of building categories
 - Default assumptions: market penetration, tech improvement
 - Target year 2015
- **Bidders may then use other assumptions, explaining and justifying whether/how market connections tasks will address:**
 - Reach/exceed assumed market acceptance before 2015, OR
 - Exceed market acceptance as of 2015, OR
 - Lower, more relevant, market and tech assumptions given specified factors



Scoring

Program management & Program-wide tasks

- **Proposal must get 200 or more out of 300 to pass**
- **Categories**
 - Program and project management and program/project teams
 - Scope
 - Budget
 - Impacts and benefits for California

*... see RFP Number 23.B. for
criteria and weighting*



Questions and Answers

Question and Answer Session



Whom to Contact?

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